

Message Text

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USDOC FOR BEWT/USSR

E.O. 11652: GDS

TAGS: ETRD, US, YU

SUBJ: SOVIET-YUGOSLAV TRADE NEGOTIATIONS

1. DURING MAY 16 MEETING AT COMMERCIAL OFFICE, YUGOSLAV EMBASSY
FIRST SECRETARY DZUVER ADVISED COMMATT THAT SOVIET-
YUGOSLAV DISCUSSIONS ON 1976-80 TRADE AGREEMENT AND "PLAN CO-
ORDINATION"

WERE PROCEEDING NORMALLY. DZUVER SAID HE EXPECTED THESE
PRELIMINARY TALKS TO CONCLUDE DURING MAY, WITH ACTUAL NEGOTIATIONS
BEGINNING SHORTLY THEREAFTER. ON BASIS DISCUSSIONS TO DATE, DZUVER
SAID IT WAS LIKELY THAT SOVIET-YUGOSLAV TRADE DURING 1976-80 PERIOD
WOULD INCREASE IN REAL TERMS AT APPROXIMATLEY SAME RATE AS EXPERIENCED

DURING FIVE-YEAR PERIOD ENDING DECEMBER 31, 1975, WHICH
HE SAID WOULD BE ABOUT 50 PERCENT.

2. DZUVER SAID THAT UNEXPECTED COINCIDENCE OF INTERESTS HAD ARISEN
DURING DISCUSSION WITH SOVIETS. YUGOSLAV SIDE WAS NOT INTERESTED,
HE REPORTED, IN BECOMING OVERLY DEPENDENT UPON SOVIETS FOR IMPORTANT
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INDUSTRIAL RAW MATERIALS. SOVIETS, ON OTHER HAND, WERE NOT

ANXIOUS SUBSTANTIALLY TO INCREASE DELIVERIES OF THESE ITEMS TO YUGOSLAVIA. CONTINUING IN THIS VEIN, DZUVER SAID YUGOSLAVS WERE GUIDED IN THEIR NEGOTIATIONS WITH SOVIETS BY BASIS AIM OF HOLDING USSR'S SHARE OF YUGOSLAVIA'S FOREIGN TRADE TO 13-15 PERCENT RANGE AND SHARE OF CEMA COUNTRIES AS WHOLE TO 33-35 PERCENT RANGE. ANOTHER BASIC YUGOSLAV CONSIDERATION, HE SAID, WAS TO ENSURE REASONABLE

GEOGRAPHIC DISTRIBUTION WITHIN YUGOSLAVIA OF ENTERPRISES PRODUCING FOR SOVIET MARKET.

3. ON NEGATIVE SIDE, DZUVER COMMENTED ON DIFFICULTIES YUGOSLAVS FACE IN DISCUSSING WITH SOVIETS LONG-TERM TRADE AGREEMENTS AND "PLAN COORDINATION" WHEN YUGOSLAV SIDE DOES NOT EVEN HAVE VAGUEST IDEA OF WHAT YUGOSLAVIA'S 1976-80 PLAN WILL INCLUDE. THIS IS PARTICULARLY DIFFICULT, HE NOTED, IN CASE OF CAPITAL EQUIPMENT, WHICH SOVIETS WASNT TO SELL TO YUGOSLAVIA BUT FOR WHICH SOVIETS DEMAND SPECIFIC INFORMATION AS TO TYPES, QUANTITIES ETC. IN ORDER TO INCLUDE IT IN THEIR PLAN(S).
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